

SPRING 2022 ED.

LET'S TALK TREO.

NEWSLETTER FOR THE TEMPLE REAL ESTATE ORGANIZATION

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A MESSAGE FROM OUR PRESIDENT



SAM RIDILLA

TREO PRESIDENT

This semester, TREO has allowed our members to immerse themselves in the real estate industry through professional workshops, weekly speakers, networking events, property tours, and much more. These events have provided our members with real-world experiences in the real estate field and an opportunity to apply their skills beyond the classroom. Our goal is to connect our members to professionals within the industry and prepare them for their post-graduate endeavors. This semester, we have again successfully provided our members with these opportunities, and I am beyond proud of the growth TREO continues to make.

I would like to personally thank our members and executive board for their continued dedication to our organization, none of this would be possible without you all. TREO has provided me with the amazing opportunity to meet you all and learn more about your passions and goals, furthering my growth as an individual. To our graduates, I wish you the best of luck in all of your personal and professional future undertakings, we can't wait to see what you all accomplish. To our members who are still progressing through their undergraduate education, I look forward to welcoming you all back in the fall. I'm excited to continue working with our team and continuing the growth of this amazing organization and can't wait to share our plans with you for the fall semester.

SPEAKER HIGHLIGHTS

BRUER KERSHNER



Bruer Kershner is a Senior Vice President at CBRE. Bruer closed transactions totaling over \$10 billion spanning multiple asset classes such as office, retail, multifamily, and student housing. Bruer started his career in LA as an analyst after graduating from Penn State University, eventually moving to NYC and then to Philadelphia where he landed his position at CBRE in the Capital Markets division. He shared his experience overseeing extensive real estate portfolios and single-asset transactions within the Philadelphia area, particularly in the innovative life science sector.

CANDIS PRESSLEY

Candis Pressley is the owner and CEO of Trinity Property Advisors and has been working as a broker for over 17 years. Candis first got her license at 19 years old and went on to manage a portfolio of more than 3 million square feet of commercial real estate. She also holds positions on a number of real estate boards. Candis shared tips and pointers to members seeking to enter the commercial brokerage industry, stressing the importance of looking towards what is next and not dwelling on failure. She has a treasure trove of information on her social media.



JIM ROCHE



Jim Roche is the CEO of Jim Roche Realty. He started in real estate at Coldwell Banker shortly after graduating from Penn State University and then moved to Keller Williams as his team expanded. Jim, along with his team of real estate development, sales, and operations professionals have quickly become the #1 producing team at KW Philadelphia. Jim shared his team's unique approach to leading developers through new projects from start to finish, allowing them to represent the same parcel in different stages and bringing significant value to their clients.

PROFESSIONAL DEVELOPMENT

VALUATION WORKSHOP

Justin Petlakh and Brendan Wewer from JSR Appraisal Group and Mid-Atlantic Valuation Group led this semester's appraisal valuation workshop. They worked through an open-ended case study that answered questions that real estate professionals ask throughout the commercial real estate investment and development process. Students were asked to come to their own supported calculations for market value, reconciled cost to construct, and residual value.

LICENSEE PANEL

This panel was led by licensed student agents Jake Lewis, Theresa Luu, and Ravi Shah. They joined TREO to share their experience getting their real estate licenses and starting their career. The panelists answered questions about the process of getting licensed, common license test questions, and post-licensing work. Each panelist brought a unique background including wholesale, leasing, and sales.

LOAN UNDERWRITING WORKSHOP

Chris Tereo from iFundCities led this workshop. He walked the group through the initial process of development from site selection to loan origination calculations. Members used the same excel worksheet Chris and his team uses to originate loans for his business and worked with a real example of a development financed near Temple's campus. Students were able to see the calculations behind a construction loan and a refinance.



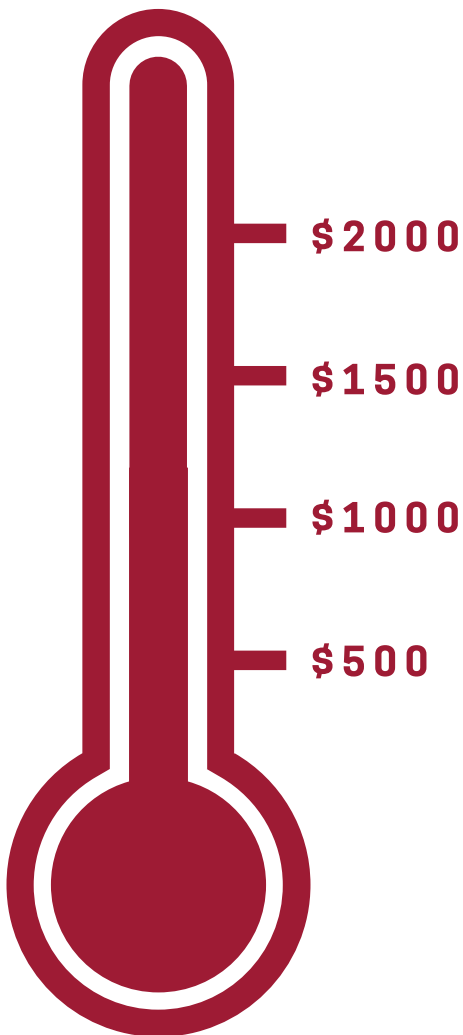
TREO X TFA FORMAL

This semester TREO partnered with the Temple Finance Association (TFA) to bring our members our first annual spring formal, hosted at NOTO Philly. At TREO we understand the importance of connecting with peers outside of the classroom in a more casual environment. TREO and TFA members enjoyed a fun night of good food, drinks, dancing, and connecting. Thank you to all of our members who made this night possible, we're looking forward to the next one!



FUNDRAISING

TREO hosts fundraisers every semester to subsidize the cost of events for our members. This semester TREO was able to raise over \$2,000 from only two fundraising events – a new record for our organization. We would like to thank everyone who participated, without you, we would not be able to provide the opportunities to our members that we currently offer.



MAXI'S FUNDRAISER

This semester, TREO partnered with Maxi's Pizza & Bar for the first time as our primary fundraising event for the semester. Thanks to a number of generous donations, we were able to raise over \$1700 from this event alone. We'd like to give a special thank you to Mike Rohm and Commonwealth Commercial Appraisal Group for their generous \$1000 donation.

BLAZE PIZZA FUNDRAISER

TREO also partnered with Blaze Pizza, another first-time fundraising event, as our secondary fundraising event for the semester. Thank you to everyone who came out to grab a pie and support our organization. Because of you, we were able to raise over \$300 from the event.

EXECUTIVE BOARD OF DIRECTORS



TREO's executive board of directors plays a pivotal role in the success of the organization. This semester our board worked on a number of projects, initiatives, and future plans for the organization. We would like to thank our board for the hard work they put in this semester to provide our members with the opportunities made possible by them.

SPRING 2022 EXECUTIVE BOARD

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